



**BUYER PROFILE QUESTIONNAIRE
STRICTLY CONFIDENTIAL**

Name(s) _____

Street Address _____

City _____ State _____ Zip Code _____

Telephone Home) _____ Cell) _____

Do you own a home? _____ Number of dependents? _____

Spouse Name? _____ Will spouse be involved in the business? _____

Will anyone else join you in this venture? _____ If so, who? _____

Your present occupation? _____

Previous employment or background? _____

Special training/hobbies/interests? _____

Your strengths (management, sales, technical, etc.) _____

Have you owned a business before? _____ If so, what type? _____

Types of businesses of interest: If specific, list here _____

____ Mfg ____ Distribution ____ Service ____ Retail ____ Contracting _____ Other

If Manufacturing, put "X" by interest: ____ Machining Job Shop, ____ Metal Fabrication, ____ Metal Stamping,

____ Machinery (Product), ____ Wood related, ____ Printing related, ____ Packaging related, ____ Plastics related,

____ Chemical related, ____ Structural Steel, ____ HVAC-Air Flow related or SIC Code specific _____

Other _____

Size of business interest: Gross sales? _____ Employees? _____

Desired cash flow at time of acquisition? _____

Will you consider buying an underperforming business and/or turnaround? _____

Do you understand that books and records don't necessarily reflect the value of a business? _____

How did you come in contact with us? _____

Approximate current household income? _____

Preferred amount of cash willing to invest? _____

Source of funds: _____

Where would you consider buying a business:
Only within _____ miles of Charlotte? Other criteria? _____

How long have you been actively looking for a business? _____

Have you worked with business brokers before? _____ Who? _____

Have you worked with any Sunbelt Charlotte brokers? _____ Who? _____

When would be the ideal time to buy: Immediately? _____ Other _____

Other Comments _____

Sunbelt Business Brokers Charlotte

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